

Message Text

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R 312244Z JUL 75

FM SECSTATE WASHDC

TO AMEMBASSY TOKYO

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FOLLOWING REPEAT CARACAS 7715 ACTION SECSTATE 28 JUL 75

QUOTE

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E.O. 11652: N/A

TAGS: BEXP VE

SUBJECT: GURI HYDROELECTRIC PROJECT, TURBINE BID RESULTS

REF STATE 176664

1. THE CHIEF OF THE GURI CONSTRUCTION DIVISION OF EDELCA, DR. A. ABREU, CONFIRMED BID RESULTS AND INFORMED EMBASSY THAT INVITATIONS TO THE VARIOUS BIDDERS TO PICK UP THEIR COMPETITORS' BIDS FOR COMPARATIVE STUDIES WILL BE SENT OUT JULY 28.

2. DR. ABREU VOLUNTEERED THE INFORMATION THAT EDELCA WAS EXTREMELY SURPRISED TO SEE THE LOW JAPANESE BID AND THAT HE PERSONALLY IS CONVINCED THAT THE PRICE IS UNREAL AND SUBSIDIZED. HE STATED THAT HE IS QUITE AWARE OF STEEL AND OTHER RAW MATERIAL PRICES AND THAT THE JAPANESE CONSORTIUM WOULD NOT BE ABLE TO OFFER SUCH A LOW PRICE UNLESS THE JAPANESE GOVT WOULD GRANT SOME ASSISTANCE. HE ADDED THAT THIS LOW OFFER WOULD HAVE TO BE STUDIED EXTREMELY CLOSELY

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AND THAT - IN HIS WORDS - IT WOULD HAVE TO BE LOOKED AT

WITH SUSPICIOUS EYES.

3. ON THE OTHER HAND, ABREU STATED THAT THE TEN TURBINES
NOW AT GURI OR UNDER CONTRACT WERE SUPPLIED BY HITACHI AND THAT
THE MANUFACTURER MET ALL SPECIFICATIONS IN THE PAST AND HAS
GIVEN ALL THE SUPPORT REQUIRED.

4. DURING VISIT TO DAM JULY 27, CORPORACION VENEZOLANA DE
GUAYANA (CVG) PRESIDENT ARGENIS GAMBOA TOLD AMBASSADOR
THAT EDELCA AND CVG WERE SURPRISED AT THE LOW
JAPANESE BID BUT NEVERTHELESS DELIGHTED AT THE
PROSPECT OF GETTING THE EQUIPMENT AT SUCH A LOW PRICE.
SHLAUDEMANN

UNQUOTE. INGERSOLL

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